

# **RJ REYNOLDS**

TOBACCO COMPANY

COPY

S. R. MacLEOD  
Region Operations Mgr

160 Lawrence Bell Drive  
Suite #108

Williamsville, NY 14221  
(716) 634-9232  
Fax (716) 634-3145

July 21, 1997

RJR Account #278580  
Mr. D. Brown  
HERKIMER WHOLESale

## **SEPTEMBER DORAL B2G1F / PROMOTION #701143**

Dear Dan:

DORAL B2G1F *pre-sleeved* product (6M) has been ordered (see quantities listed below), as well as 300 skus of B2G1F Displays (Item #530030) to pack and ship this promotion to your participating retail accounts.

| DORAL<br>BRAND STYLE | B2G1F<br>UPC Code | #/ (6M) Cases<br>B2G1F |
|----------------------|-------------------|------------------------|
| Light                | 12300-22588       | 20                     |
| Light Men 100        | 12300-22592       | 20                     |
| Light 100            | 12300-22589       | 20                     |
| FF 100               | 12300-22590       | 10                     |

### **DISPLAY DETAIL**

EACH PRE-SLEEVED 6M CASE CONTAINS 30 WHITE CARTONS.

EACH WHITE CARTON CONTAINS 3 PRE-SLEEVED B2G1F DEALS, PLUS 1 LOOSE LIVE PACK.

EACH DISPLAY CONTAINS 7 WHITE CARTONS OR '21 B2G1F OFFERS'.

THIS EQUATES TO 49 LIVE PACKS PER DISPLAY TO BE BILLED TO RETAIL.

IT IS STRONGLY RECOMMENDED THAT YOU PLACE 1 ADDITIONAL LOOSE LIVE PACK INTO EACH DISPLAY; THIS WILL ENABLE YOU TO BILL RETAIL @ 5 CARTONS PER DISPLAY, RATHER THAN 4.9 CARTONS PER DISPLAY.

Product PO #8269153; Displays PO #1076

Product / Premium Arrival:

August 25, 1997

Ship Date to Retail:

Week of: September 8, 1997

SKU CUBE :

0.9960

SKU WT (w/o Product):

1.7000 lbs

Retail Sales Offer per Sku:

21 Offers

Billing per Sku:

5 Savings Cartons (if additional live pack is added to Display)

4.9 Savings Cartons (if additional live pack is NOT added to Display)

EFT \$ Amount:

\$N/A

Non-EFT \$ Amount:

\$9,912.33

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-2-  
B2G1F  
HERKIMER WHOLESALE

**PROMOTION DESCRIPTION:** SEE ENCLOSED '*WHOLESALE PACKING INSTRUCTIONS*'.  
UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL. SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED *CUSTOMER LIST*.

**PLACE INTO EACH DISPLAY:**

- \* 7 CARTONS OF FOUR DIFFERENT DORAL BRANDSTYLES (2 CTNS/ 2 CTNS/ 2 CTNS/ 1 CTN)  
*BRAND STYLES: DORAL LIGHT / DORAL LT MEN 100 / DORAL LT 100 / DORAL FF 100*
- \* 1 ADDITIONAL LOOSE LIVE DORAL PACK (ADD PACK ONLY IF BILLING @ 5 CARTONS PER DISPLAY)
- \* ONE COPY OF THE ATTACHED 'RETAILER LETTER'  
(USE ATTACHED AS 'MASTER' TO MAKE NECESSARY NUMBER OF COPIES)

EACH DISPLAY WILL CONTAIN 21 B2G1F OFFERS, AND EITHER 7 OR 8 LOOSE LIVE PACKS.  
(7 PACKS IF ADDITIONAL LIVE PACK IS NOT ADDED BY DIRECT ACCOUNT;  
8 PACKS IF DIRECT ACCOUNT DOES ADD AN ADDITIONAL LIVE PACK).

***RETAILER WILL PLACE THE LOOSE LIVE PACKS INTO ON-HAND INVENTORY.***  
***(THE ENCLOSED 'RETAILER LETTER' EXPLAINS THIS)***

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$343.00 (24.5 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610  
/jc

cc: RJR: S. Schwalm /  
Herkimer M. Defabio  
B. Shepard

Enclosures:

- Customer List
- Wholesaler Packing Instructions
- Retailer Letter

Note to RJR Manager:  
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-B2G1F.DOC

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# Here's A September Offer That's Sure To Please: Buy Two Packs And Get One Free!

This "Buy 2 Packs - Get One Free" promotion is always popular with customers! For added value smokers are invited to join Doral & Co. and become eligible to receive free offers and savings all year long. The Doral & Co. insert is sandwiched between the two packs.



This impactful Window Paster is a convenient 12"x12½" size and allows you to place it almost anywhere in your store.

The compact Display Unit easily fits on most counters. Offers come pre-sleeved in white cartons along with a fully assembled display that maximizes your retail counter space.



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WHOLESALER : 278580 HERKIMER WHOL. CO., INC. <DIRECT>  
 TEMPLATE : 701143 70900 DOR B2G1F SEPT  
 TEMPLATE SEQ : 0013  
 SALES LEVEL : 16XXXX

| TERR   | RETAIL | ACCT   | NAME                | ADDRESS           | CITY           | ST | ZIP   | QTY | TAX | CHAIN-ID  | SUPPLIER | ACCT PHONE #  |
|--------|--------|--------|---------------------|-------------------|----------------|----|-------|-----|-----|-----------|----------|---------------|
| 113107 | 113128 | 724791 | SUPER PUMPER 4      | 440 MAIN ST       | YALESVILLE     | CT | 06492 | 1   |     | 3680-0000 |          | (203)284-8568 |
| 162202 | 162236 | 023503 | NICE N EASY #1701   | PO BOX 196, ROUTE | WILLIAMSTOWN   | NY | 13493 | 1   |     |           | 9022906  | (315)964-2226 |
| 162202 | 162232 | 714620 | CANAL CONVENIENCE   | 12 ROCHESTER STRE | PORT BYRON     | NY | 13140 | 1   |     |           | 9097497  | (315)776-9898 |
| 162202 | 162238 | 722139 | RICHLAND JUNCTION   | 7600 MAIN STREET  | RICHLAND       | NY | 13144 | 1   |     |           | 9099987  | (315)298-3161 |
| 162202 | 162236 | 762262 | A&J MINI MARKET     | MAIN ST           | SYLVAN BEACH   | NY | 13157 | 3   |     |           | 9084807  | (315)762-9966 |
| 162202 | 162238 | 762523 | MINETTO MINI MART   | 2737 NY ROUTE 49  | MINETTO        | NY | 13115 | 1   |     |           | 9088030  | (315)343-2880 |
| 162202 | 162237 | 043361 | NORTHERN LTS. MOBIL | 2801 BREWERTON RD | MATTYDALE      | NY | 13211 | 2   |     |           | 9075433  | (315)455-1107 |
| 162202 | 162238 | 058108 | NORTH SYRACUSE MOBI | 800 N MAIN ST     | NORTH SYRACUSE | NY | 13212 | 2   |     |           | 901652   | (315)458-6944 |
| 162202 | 162238 | 088579 | PLANK RD MINI MART  | 523 S MAIN ST     | NORTH SYRACUSE | NY | 13212 | 1   |     |           | 9100736  | (315)458-5624 |
| 162202 | 162238 | 172431 | MIRABITOS MID. #668 | 524 CAYUGA ST     | FULTON         | NY | 13069 | 5   |     |           | 903716   | (315)592-2405 |
| 162202 | 162238 | 172455 | GAROFALO GROCERY    | 155 E BRIDGE ST   | OSWEGO         | NY | 13126 | 1   |     |           | 901967   | (315)343-0580 |
| 162202 | 162238 | 272598 | EXPRESS MART #501F  | 7628 RICHLAND RD  | PULASKI        | NY | 13142 | 1   |     |           |          | (315)298-5674 |
| 162202 | 162236 | 286751 | SEACO EXPRESS #08   | RT 298 & RT 31    | BRIDGEPORT     | NY | 13030 | 1   |     | 3741-0000 | 9039561  | (315)633-2154 |
| 162202 | 162238 | 289246 | D & W CONVENIENCE   | RT 104 & 104B     | NEW HAVEN      | NY | 13121 | 1   |     |           | 9032020  | (315)963-3694 |
| 162202 | 162238 | 334077 | EXPRESS MART #504F  | ROUTE 3           | PORT ONTARIO   | NY | 13142 | 1   |     |           |          | (315)298-2185 |
| 162202 | 162238 | 350263 | STRUPPLERS BIG M 72 | 909 W FIRST ST    | FULTON         | NY | 13069 | 5   |     |           | 9101700  | (315)592-4523 |
| 162202 | 162238 | 367242 | SEACO EXPRESS #10   | 204 S MAIN ST     | NORTH SYRACUSE | NY | 13212 | 2   |     | 3741-0000 | 9039587  | (315)452-5857 |
| 162202 | 162236 | 408114 | NICE N EASY #1702   | 8446 MILL POND WA | MC CONNELLSVLE | NY | 13401 | 1   |     |           | 9042664  | (315)245-1158 |
| 162202 |        | 408118 | HIRAM'S GAS & CONV  | 7669 MORGAN RD    | LIVERPOOL      | NY | 13090 | 1   |     |           |          | (315)652-4558 |
| 162202 | 162232 | 432036 | 104 STORE           | 13824 STATE ROUTE | RED CREEK      | NY | 13143 | 3   |     |           | 922732   | (315)754-8164 |
| 162202 | 162238 | 435553 | GREAT NO MOBIL SERV | 4031 STATE ROUTE  | LIVERPOOL      | NY | 13090 | 1   |     |           | 9064437  | (315)652-4537 |
| 162202 | 162232 | 486925 | RICH & VERNIS       | 64 WASHINGTON ST  | WATERLOO       | NY | 13165 | 2   |     |           | 9105016  | (315)539-4013 |
| 162202 | 162238 | 507381 | SCRIBA MINI MART    | RT 2 - BOX 50 - 1 | SCRIBA         | NY | 13126 | 2   |     |           | 9024159  | (315)342-2398 |
| 162202 | 162230 | 549109 | BAYBERRY MOBIL      | 7549 OSWEGO RD    | LIVERPOOL      | NY | 13090 | 1   |     |           | 906438   | (315)652-7076 |
| 162202 | 162238 | 649926 | STEVE'S PLACE       | 107W BRIDGE ST.   | OSWEGO         | NY | 13126 | 2   |     |           | 9080722  | (315)342-7110 |
| 162202 | 162238 | 654160 | HANNIBAL VILLAGE MK | FULTON STREET     | HANNIBAL       | NY | 13074 | 5   |     |           | 903658   | (315)564-6318 |
| 162202 | 162232 | 667893 | QUICKWAY #38        | 2552 STATE ROUTE  | SENECA FALLS   | NY | 13148 | 1   |     | 4249-0000 |          | (315)568-6047 |
| 162202 | 162237 | 669456 | A.H. LIVERPOOL MOBI | 416 OSWEGO ST     | LIVERPOOL      | NY | 13088 | 1   |     |           | 906941   | (315)451-9287 |
| 162202 | 162236 | 675059 | JAMIESON CORS CONV  | RTE. 17 + ST RTE  | WILLIAMSTOWN   | NY | 13493 | 1   |     |           | 9086810  | (315)964-7709 |
| 162202 | 162238 | 684885 | PIT STOP #99        | 433 COUNTY ROUTE  | FULTON         | NY | 13069 | 1   |     | 1441-0000 | 9100413  | (315)598-8811 |
| 162202 | 162238 | 693564 | BEAR ROAD MOBIL     | VRC ENTERPRISES   | NORTH SYRACUSE | NY | 13212 | 1   |     |           | 9089228  | (315)453-7163 |
| 162202 | 162238 | 696067 | NICE N EASY #3101   | 2949 ROUTE 49     | CENTRAL SQUARE | NY | 13036 | 1   |     |           | 9095589  | (315)668-2262 |
| 162202 | 162238 | 696617 | C&J'S GROCERY       | 370 COUNTY ROUTE  | PENNELVILLE    | NY | 13132 | 1   |     |           | 9094905  | (315)695-2131 |
| 162202 | 162232 | 172849 | CASEYS GROCERY      | 129 OSBORNE ST    | AUBURN         | NY | 13021 | 1   | NYS |           | 9085671  | (315)253-4737 |
| 162204 | 162226 | 624671 | QUICKWAY #9         | 1178 VESTAL AVE.  | BINGHAMTON     | NY | 13903 | 1   |     | 4249-0000 | 9076860  | (607)729-1246 |
| 162204 | 162223 | 720314 | SCHAEFER'S QUICKWAY | 65 OAK ST         | DEPOSIT        | NY | 13754 | 1   |     |           |          | (607)467-3799 |
| 162204 | 162223 | 728444 | HIND'S OIL MART #2  | 339 E MAIN ST     | SUSQUEHANNA    | PA | 18847 | 1   |     |           | 9103912  | (717)853-5081 |
| 162204 | 162226 | 748815 | CAROUSEL FOOD MART  | 906 NORTH ST # 90 | ENDICOTT       | NY | 13760 | 1   |     |           |          | (607)748-3633 |
| 162204 | 162223 | 419123 | HINDS OIL MART      | 54 CHURCH ST      | MONTROSE       | PA | 18801 | 1   |     |           | 9103904  | (717)278-4228 |
| 162204 | 162226 | 489799 | JOHN WOLCOTT'S MOBI | 1015 UNION CENTER | ENDICOTT       | NY | 13760 | 5   | NYS |           |          | (607)754-0246 |
| 162204 | 162226 | 224394 | JUNEBERRY MOBIL/F   | RT 26 SOUTH       | VESTAL         | NY | 13850 | 1   | NYS |           | 9030669  | (607)754-9924 |
| 162205 | 162237 | 023081 | C-J MYERS SERV. CNT | 2400 JAMES ST     | SYRACUSE       | NY | 13206 | 3   |     |           | 905448   | (315)437-9120 |

WHOLESALER : 278580 HERKIMER WHOL. CO., INC. <DIRECT>  
 TEMPLATE : 701143 70900 DOR B2G1F SEPT  
 TEMPLATE SEQ : 0013  
 SALES LEVEL : 16XXXX

| TERR   | RETAIL | ACCT   | NAME                | ADDRESS           | CITY          | ST | ZIP   | QTY | TAX | CHAIN-ID  | SUPPLIER | ACCT PHONE #  |
|--------|--------|--------|---------------------|-------------------|---------------|----|-------|-----|-----|-----------|----------|---------------|
| 162205 | 162237 | 053067 | EAST SIDE MOBIL MAR | 3070 ERIE BLVD E  | SYRACUSE      | NY | 13224 | 1   |     |           | 9030628  | (315)446-6734 |
| 162205 | 162230 | 206063 | DELLES CORNER STORE | 2101 W GENESEE ST | SYRACUSE      | NY | 13219 | 1   |     |           | 9051053  | (315)488-2466 |
| 162205 | 162230 | 313702 | SEACO EXPRESS #09   | 3400 W GENESEE ST | SYRACUSE      | NY | 13219 | 1   |     | 3741-0000 | 9039553  | (315)488-1002 |
| 162205 | 162230 | 476759 | ANAND MOBIL         | 4730 S SALINA ST  | SYRACUSE      | NY | 13205 | 2   |     |           |          | (315)469-1180 |
| 162205 | 162237 | 504849 | ERIE BLVD MOBIL     | 1641 ERIE BLVD E  | SYRACUSE      | NY | 13210 | 1   |     |           | 905863   | (315)422-2475 |
| 162205 | 162237 | 513416 | CARRIER CIRCLE MOBI | 6589 THOMPSON RD. | SYRACUSE      | NY | 13206 | 1   |     |           | 911057   | (315)463-7637 |
| 162205 | 162237 | 525715 | QUICKWAY #34        | 2501 ERIE BLVD E  | SYRACUSE      | NY | 13224 | 1   |     | 4249-0000 | 9065566  | (315)446-2900 |
| 162205 | 162230 | 566767 | APPLE VALLEY COUNTR | 2053 W GENESEE TP | CAMILLUS      | NY | 13031 | 1   |     |           | 9080920  | (315)672-8802 |
| 162205 | 162230 | 632848 | WESTERN LIGHTS MOBI | 400 VELASKO RD    | SYRACUSE      | NY | 13219 | 3   |     |           | 9051079  | (315)475-2069 |
| 162205 | 162230 | 651729 | ADELPHIA CONV & DEL | 215 S SALINA ST.  | SYRACUSE      | NY | 13202 | 3   |     |           | 9097171  | (315)472-3403 |
| 162205 | 162230 | 730844 | SEACO EXPRESS #04   | 400 ERIE BLVD E   | SYRACUSE      | NY | 13202 | 1   |     | 3741-0000 | 9039579  | (315)478-1535 |
| 162205 | 162230 | 762320 | CAMILLUS MOBIL 08E5 | 5401 W GENESEE ST | CAMILLUS      | NY | 13031 | 1   |     |           | 905257   | (315)468-0967 |
| 162205 | 162237 | 762686 | GLISSONS MOBIL      | 357 NOTTINGHAM RD | SYRACUSE      | NY | 13210 | 1   |     |           | 906891   | (315)446-4340 |
| 162205 | 162230 | 557094 | QUICKWAY #15        | STATE FAIR BLVD   | SYRACUSE      | NY | 13209 | 1   | NYS | 4249-0000 | 9028838  | (315)487-9157 |
| 162206 | 162236 | 553968 | SEACO EXPRESS #06   | 268 E DOMINICK ST | ROME          | NY | 13440 | 2   |     | 3741-0000 | 9027723  | (315)339-2767 |
| 162206 | 162234 | 482820 | TAYLOR MINI MART #1 | ROUTE 7           | RICHMONDVILLE | NY | 12149 | 1   |     | 3805-0000 | 9069642  | (518)294-6716 |
| 162206 | 162236 | 553969 | SEACO EXPRESS #02   | 1912 BLACK RIVER  | ROME          | NY | 13440 | 1   |     | 3741-0000 | 9027715  | (315)336-4035 |
| 162206 | 162233 | 588214 | QUICKWAY #07        | ROUTE 12, SOUTH R | NORWICH       | NY | 13815 | 1   |     | 4249-0000 | 9028887  | (607)334-3458 |
| 162206 |        | 596637 | HILLTOP MARKET      | ROUTE 26 - BOX 30 | WEST LEYDEN   | NY | 13489 | 1   |     |           | 907394   | (315)942-2338 |
| 162206 | 162233 | 632708 | TAYLOR FULL-SERVICE | 472 MAIN ST       | ONEONTA       | NY | 13820 | 3   |     | 3805-0000 |          | (607)433-0576 |
| 162206 | 162235 | 653577 | GAZEBO NEWS         | 14 W MAIN ST      | MOHAWK        | NY | 13407 | 5   |     |           | 9081027  | (315)866-2492 |
| 162206 | 162236 | 660680 | J&K BEVERAGE        | 1 LENOX AVE       | ONEIDA        | NY | 13421 | 3   |     |           | 9084641  | (315)363-9685 |
| 162206 | 162234 | 661136 | JC'S CONVENIENCE 60 | 430 MOHAWK ST     | HERKIMER      | NY | 13350 | 2   |     | 5285-0000 | 9084518  | (315)866-5030 |
| 162206 | 162235 | 661139 | JC'S CONVENIENCE 60 | 20 CENTRAL AVE    | ILION         | NY | 13357 | 1   |     | 5285-0000 | 9084500  | (315)894-2471 |
| 162206 | 162235 | 664270 | GREENE'S MOBIL III  | 384 N GENESEE ST  | UTICA         | NY | 13502 | 1   |     | 2845-0000 | 9086968  | (315)733-6817 |
| 162206 | 162235 | 679199 | MADIA'S NEWS 2      | 1003 COURT ST     | UTICA         | NY | 13502 | 4   |     |           | 9090382  | (315)733-9258 |
| 162206 | 162233 | 688466 | QUICKWAY #39        | 167 ONEIDA STREET | ONEONTA       | NY | 13820 | 1   |     | 4249-0000 | 9092248  | (607)432-2393 |
| 162206 | 162233 | 688468 | QUICKWAY #40        | 570 MAIN ST       | ONEONTA       | NY | 13820 | 1   |     | 4249-0000 | 9092255  | (607)432-0559 |
| 162206 | 162234 | 693390 | DJ'S CORNER STORE   | P.O. BOX 127, ROU | LEONARDSVILLE | NY | 13364 | 2   |     |           |          | (315)855-7690 |
| 162206 | 162235 | 725271 | MOBIL #257          | WURZ & GENESEE ST | UTICA         | NY | 13502 | 1   |     | 3438-0000 | 909441   | (315)735-7667 |
| 162206 |        | 725856 | SONY THRIFTY MARKET | 1148 FLOYD AVE    | ROME          | NY | 13440 | 2   |     |           |          | (315)336-6820 |
| 162206 | 162235 | 730782 | SEACO EXPRESS #07   | ROUTE 49          | MARCY         | NY | 13403 | 1   |     | 3741-0000 | 9025998  | (315)732-4425 |
| 162206 | 162235 | 733494 | A-PLUS              | 8516 SENECA TPKE  | NEW HARTFORD  | NY | 13413 | 1   |     | 0362-0102 |          | (315)732-5023 |
| 162206 |        | 743942 | RJ'S SUPERMARKET #2 | 1205 BLEECKER ST  | UTICA         | NY | 13501 | 1   |     |           |          | (315)733-3200 |
| 162206 | 162234 | 745944 | SMOKEY'S            | 266 N MAIN ST     | HERKIMER      | NY | 13350 | 5   |     |           |          | (315)866-2641 |
| 162206 | 162234 | 754507 | QUICKWAY #46        | 29 CHESTNUT ST    | COOPERSTOWN   | NY | 13326 | 1   |     | 4249-0000 |          | (607)547-7169 |
| 162206 | 162235 | 762096 | REILLY DAIRY        | 9553 PINNACLE RD  | SAUQUOIT      | NY | 13456 | 2   |     |           | 9006530  | (315)737-5560 |
| 162206 | 162234 | 762374 | TOWNE CRIER         | 148 N MAIN ST     | HERKIMER      | NY | 13350 | 2   |     |           | 9016270  | (315)866-3087 |
| 162206 | 162233 | 762491 | NORWICH BLUE OX #42 | ROUTE 12 RD#2 BOX | NORWICH       | NY | 13815 | 2   |     | 3873-0000 | 6452     | (315)334-8328 |
| 162206 | 162236 | 762505 | COURT YARD MARKET   | 135 NORTH COURT S | WAMPSTOWN     | NY | 13163 | 2   |     |           | 9013939  | (315)363-4778 |
| 162206 | 162233 | 763176 | TAYLOR MINI MART #0 | RR 1 BOX 186      | ONEONTA       | NY | 13820 | 1   |     | 3805-0000 | 9069618  | (607)432-8018 |
| 162206 | 162234 | 767327 | TAYLOR MINI MART #0 | CHESTNUT ST       | COOPERSTOWN   | NY | 13326 | 4   |     | 3805-0000 | 9069592  | (607)547-5570 |
| 162206 | 162235 | 959401 | SEACO EXPRESS #05   | 17 GENESEE ST     | NEW HARTFORD  | NY | 13413 | 1   |     | 3741-0000 | 9029331  | (315)735-2742 |

DATE: 97-06-30

TIME: 09:20 AM

WHOLESALE : 278580 HERKIMER WHOL. CO., INC. <DIRECT>  
 TEMPLATE : 701143 70900 DOR B2G1F SEPT  
 TEMPLATE SEQ : 0013  
 SALES LEVEL : 16XXXX

| TERR   | RETAIL | ACCT   | NAME                | ADDRESS           | CITY           | ST | ZIP   | QTY | TAX | CHAIN-ID  | SUPPLIER | ACCT PHONE #  |
|--------|--------|--------|---------------------|-------------------|----------------|----|-------|-----|-----|-----------|----------|---------------|
| 162206 | 162236 | 553971 | SEACO EXPRESS #03   | N JAMES & BLOOMFI | ROME           | NY | 13440 | 1   |     | 3741-0000 | 9027731  | (315)339-2637 |
| 162206 |        | 038165 | HOYLE'S MOBIL SERV  | CHESTNUT & ONEIDA | ONEONTA        | NY | 13820 | 1   |     |           |          | (607)432-5010 |
| 162206 | 162236 | 086899 | KEKIS MOBIL SERVICE | 400 W DOMINICK ST | ROME           | NY | 13440 | 5   |     |           |          | (315)336-3130 |
| 162206 | 162233 | 089267 | TAYLOR MINI MART #0 | RT 12 NORTH BOX 8 | NORWICH        | NY | 13815 | 4   |     | 3805-0000 | 9069626  | (607)336-7717 |
| 162206 | 162233 | 171389 | SKIPS MARKET        | 116 N MAIN ST     | SHERBURNE      | NY | 13460 | 4   |     |           | 9057779  | (607)674-9058 |
| 162206 | 162233 | 171481 | YE OLDE POLKE STORE | RR 4 BOX 235      | NORWICH        | NY | 13815 | 2   |     |           |          | (607)334-5489 |
| 162206 | 162235 | 171939 | SHIBLEY'S SUPERETTE | 12 COLUMBIA ST    | MOHAWK         | NY | 13407 | 5   |     |           | 9004763  | (315)866-9859 |
| 162206 | 162236 | 172170 | BILLS VARIETY       | 504 W THOMAS ST   | ROME           | NY | 13440 | 1   |     |           | 9006040  | (315)336-9261 |
| 162206 | 162235 | 172351 | REMSEN BIG "M"      | MAIN ST           | REMSEN         | NY | 13438 | 1   |     |           |          | (315)831-5635 |
| 162206 | 162236 | 408116 | NASSAR'S FOOD CENTE | ROUTE 365 - RD#4  | ROME           | NY | 13440 | 1   |     |           | 90112113 | (315)865-5350 |
| 162206 | 162233 | 468892 | TAYLOR MINI MART #0 | ROUTE 205 & 11A   | LAURENS        | NY | 13796 | 2   |     | 3805-0000 | 9069634  | (607)433-2034 |
| 162206 | 162236 | 477398 | MADIA'S NEWS        | 502 N JAMES ST    | ROME           | NY | 13440 | 4   |     |           | 9063165  | (315)339-2387 |
| 162206 | 162233 | 480595 | COUNTRY CORNER MART | ROUTE 23 & 205    | ONEONTA        | NY | 13820 | 1   |     |           | 9063074  | (607)432-6737 |
| 162206 | 162235 | 511164 | C & D'S MARKET      | 7560 N MAIN STREE | NEWPORT        | NY | 13416 | 2   |     |           | 9025743  | (315)845-8526 |
| 162206 | 162234 | 535902 | BRIDGEWATER FOOD MK | PO BOX 371 - ROUT | BRIDGEWATER    | NY | 13313 | 1   | NYS |           | 9037086  | (315)822-6493 |
| 162206 | 162233 | 580522 | QUICKWAY #25        | 7 NORTH CANAL STR | OXFORD         | NY | 13830 | 1   | NYS | 4249-0000 |          | (607)843-6128 |
| 162206 | 162234 | 767606 | TAYLOR MINI MART #0 | 65 W MAIN ST      | RICHFIELD SPRI | NY | 13439 | 3   |     | 3805-0000 | 9069600  | (315)858-2088 |
| 162210 | 162233 | 564415 | QUICKWAY #27        | 54 ELM ST         | DELHI          | NY | 13753 | 1   |     | 4249-0000 | 9033812  | (607)746-3353 |
| 162210 | 162227 | 706643 | JET MART            | 236 E MAIN ST     | MIDDLETOWN     | NY | 10940 | 1   |     |           | 9095761  | (914)344-4420 |
| 162210 | 162233 | 171593 | QUICKWAY #03        | 2-4 MAIN ST       | SIDNEY         | NY | 13838 | 1   | NYS | 4249-0000 | 9028895  | (607)563-6686 |
| 162210 | 162234 | 574157 | QUICKWAY #18        | ROUTE 10          | HOBART         | NY | 13788 | 1   | NYS | 4249-0000 | 9028853  | (607)538-9721 |
| 162210 | 162234 | 574158 | QUICKWAY #19        | ROUTE 23          | DAVENPORT      | NY | 13750 | 1   | NYS | 4249-0000 | 9023995  | (607)278-5086 |
| 162303 | 162324 | 024457 | ALBANY STREET MINI  | 705 ALBANY ST     | SCHENECTADY    | NY | 12307 | 1   |     |           | 911503   | (518)382-1272 |
| 162303 | 162324 | 067585 | SNYDER'S SERVICE ST | 3080 CARMEN RD    | SCHENECTADY    | NY | 12303 | 1   |     |           | 909556   | (518)356-2265 |
| 162303 | 162324 | 417675 | HARRY'S             | 1309 ALTAMONT AVE | SCHENECTADY    | NY | 12303 | 5   |     |           | 917377   | (518)356-7450 |
| 162303 | 162324 | 420660 | MIAN PETROL         | 3036 BROADWAY     | SCHENECTADY    | NY | 12306 | 2   |     |           | 917732   | (518)355-2101 |
| 162303 | 162324 | 489611 | BALLTOWN SERVICE IN | 370 NEW KARNER RD | ALBANY         | NY | 12205 | 3   |     |           | 902478   | (518)456-8438 |
| 162303 | 162324 | 502775 | LEWIES SUPERMARKET  | 19 STATE STREET   | FORT PLAIN     | NY | 13339 | 5   |     |           | 9002874  | (518)993-4145 |
| 162303 | 162324 | 518334 | WHAT NOT SHOP       | 866 ALBANY ST     | SCHENECTADY    | NY | 12307 | 1   |     |           | 921221   | (518)370-8004 |
| 162303 | 162324 | 569644 | J P GAS & MART      | 281 ALTAMONT AVE  | SCHENECTADY    | NY | 12304 | 1   |     |           | 920710   | (518)346-1575 |
| 162303 | 162324 | 700451 | RODDERDAM NEWS      | 1506 ALTAMONT AVE | SCHENECTADY    | NY | 12303 | 2   |     |           |          | (518)356-2921 |
| 162303 | 162324 | 748800 | UNION GETTY         | MIAN PETROLEUM    | SCHENECTADY    | NY | 12308 | 1   |     |           |          | (518)377-3034 |
| 162303 | 162324 | 767397 | KETCHUM'S SERVICE   | 200 MAIN STREET   | ALTAMONT       | NY | 12009 | 2   |     |           |          | (518)861-5106 |
| 162304 | 162324 | 475448 | COAGER INC.         | 1850 CENTRAL AVE  | ALBANY         | NY | 12205 | 1   |     | 0362-0102 | 919670   | (518)456-3718 |
| 162304 | 162324 | 588887 | R.W.M. ATLANTIC INC | 1348 CENTRAL AVE  | ALBANY         | NY | 12205 | 1   |     | 0362-0102 | 919175   | (518)489-3444 |
| 162304 | 162324 | 649983 | UNION BEVERAGE      | 1701 UNION        | SCHENECTADY    | NY | 12309 | 1   |     |           |          | (518)382-5958 |
| 162305 | 162322 | 632654 | SANI INC.           | 615 CLINTON AVENU | ALBANY         | NY | 12206 | 1   |     |           | 922344   | (518)462-4929 |
| 162305 | 162326 | 698974 | RAVENA MANI CONVENI | RT. 9W & 146      | RAVENA         | NY | 12143 | 1   |     |           | 9095019  | (518)756-3484 |
| 162305 |        | 698978 | CAPITAL BEER & SODA | 25 WARREN ST      | ALBANY         | NY | 12202 | 1   |     |           |          | (518)465-8129 |
| 162305 | 162322 | 705967 | FINNIGAN'S CONVENIE | 116 QUAIL ST      | ALBANY         | NY | 12206 | 1   |     |           | 9097114  | (518)463-5570 |
| 162305 | 162322 | 752669 | EMPIRE NEWS & GROCE | 10 DELAWARE AVE   | ALBANY         | NY | 12210 | 1   |     |           |          | (518)426-1543 |
| 162307 | 162327 | 485384 | CHESTNUT MOBIL      | RT 32 & CHESTNUT  | NEW PALTZ      | NY | 12561 | 1   |     | 3680-0000 | 5667     | (914)255-5900 |
| 162307 | 162327 | 684365 | CHESTNUT MOBIL GARD | 604 STATE ROUTE 2 | GARDINER       | NY | 12525 | 1   |     | 3680-0000 | 8602     | (914)255-2256 |

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 TEMPLATE SEQ : 0013  
 SALES LEVEL : 16XXXX

| TERR   | RETAIL | ACCT   | NAME                | ADDRESS           | CITY           | ST | ZIP   | QTY | TAX | CHAIN-ID  | SUPPLIER | ACCT PHONE #  |
|--------|--------|--------|---------------------|-------------------|----------------|----|-------|-----|-----|-----------|----------|---------------|
| 162308 | 162328 | 032445 | CHESTNUT S/C, INC.  | 416 SOUTH RD      | POUGHKEEPSIE   | NY | 12601 | 1   |     | 3680-0000 | 5668     | (914)485-5199 |
| 162308 | 162328 | 447555 | D & K VIRK LTD.     | 385 VIOLET AVE    | POUGHKEEPSIE   | NY | 12601 | 5   |     |           | 9094228  | (914)485-2942 |
| 162308 | 162329 | 540882 | CHESTNUT MOBIL      | 357-363 MAIN STRE | BEACON         | NY | 12508 | 2   |     | 3680-0000 |          | (914)831-7400 |
| 162308 | 162328 | 686513 | CHESTNUT MOBIL LAGR | 298 TITUSVILLE RD | POUGHKEEPSIE   | NY | 12603 | 1   |     | 3680-0000 | 9192     | (914)473-3349 |
| 162309 |        | 546358 | COURTESY MOBIL      | MOBIL SERVICE CEN | BREWSTER       | NY | 10509 | 1   |     |           |          | (914)279-7266 |
| 162309 | 162330 | 708235 | FORT MARKET MOBIL   | RT. 9W            | FORT MONTGOMER | NY | 10922 | 1   |     |           |          | (914)446-7843 |
| 162601 | 162626 | 592278 | GEORGE'S MOBIL      | 2194 MILLERSPORT  | GETZVILLE      | NY | 14068 | 1   |     |           | 930305   | (716)688-0963 |
| 162601 | 162626 | 765325 | BRODIES MOBIL MART  | 459 DIVISION ST   | NORTH TONAWAND | NY | 14120 | 1   | NYS |           | 936831   | (716)693-8331 |
| 162601 | 162626 | 530653 | BRUNO'S MOBIL       | 1038 PINE AVE     | NIAGARA FALLS  | NY | 14301 | 1   | NYS |           | 911016   | (716)284-7598 |
| 162602 | 162621 | 923833 | MOBIL MART/F        | 1508 BUFFALO RD   | ROCHESTER      | NY | 14624 | 1   |     |           | 902304   | (716)247-2559 |
| 162602 | 162630 | 504309 | ROBINSON'S MINI MAR | 6517 BKPT-SPRT RD | BROCKPORT      | NY | 14420 | 1   |     |           | 9104696  | (716)637-4290 |
| 162602 | 162621 | 763501 | GEORGE RICE SERVICE | 3152 CHILI AVE    | ROCHESTER      | NY | 14624 | 1   |     |           | 904466   | (716)426-0553 |
| 162602 | 162621 | 763789 | PERNA'S MOBIL       | 3785 CHILI AVE    | CHURCHVILLE    | NY | 14428 | 1   |     |           | 927368   | (716)889-9306 |
| 162602 | 162630 | 790758 | GEARINGS FARM MARKE | 484 WASHINGTON ST | ADAMS BASIN    | NY | 14410 | 1   | NYS |           | 919027   | (716)352-6708 |
| 162604 | 162620 | 269213 | NESBITTS GROCERY IN | 857 BAY RD        | WEBSTER        | NY | 14580 | 1   |     |           | 926808   | (716)671-8032 |
| 162604 | 162624 | 647706 | KLEE'S MOBIL        | 3068 E. HENRIETTA | HENRIETTA      | NY | 14467 | 1   |     |           | 932988   | (716)359-2524 |
| 162604 | 162620 | 662920 | HUDSON-TITUS SERVIC | 2291 HUDSON AVE   | ROCHESTER      | NY | 14617 | 1   |     |           | 933812   | (716)266-9501 |
| 162604 | 162621 | 664259 | ZIADS MEATS & GROCE | 452 PARSELLS AVE  | ROCHESTER      | NY | 14609 | 1   |     |           | 935056   | (716)654-6497 |
| 162604 |        | 728374 | EAGLE MINI MART     | 6 WEST AVE        | ROCHESTER      | NY | 14611 | 1   |     |           | 936682   | (716)527-8620 |
| 162604 | 162630 | 735470 | RYAN'S NG BIG M     | 610 N GREECE ROAD | ROCHESTER      | NY | 14615 | 1   |     |           | 913046   | (716)392-2388 |
| 162604 | 162621 | 764227 | GIL TEGG'S MOBIL/F  | 671 BROOKS AVE    | ROCHESTER      | NY | 14619 | 1   |     |           | 904342   | (716)235-5907 |
| 162604 | 162621 | 339359 | METRO CENTER MINI   | 583 W BROAD ST    | ROCHESTER      | NY | 14608 | 1   |     |           | 938597   | (716)328-1411 |
| 162604 |        | 268751 | DON'S DELI          | 4888 SAINT PAUL B | ROCHESTER      | NY | 14617 | 1   |     |           | 924605   | (716)342-5856 |
| 162604 |        | 268817 | JIM'S STOP & SHOP   | 872 JAY ST        | ROCHESTER      | NY | 14611 | 1   |     |           |          | (716)328-1058 |
| 162604 | 162620 | 422065 | ADAM'S MOBIL        | 575 WINTON RD N   | ROCHESTER      | NY | 14610 | 1   |     |           | 922880   | (716)654-8399 |
| 162604 |        | 442085 | HESS 32324/F        | 975 RIDGE RD E    | ROCHESTER      | NY | 14621 | 1   |     |           | 925438   | (716)266-4661 |
| 162604 |        | 510619 | DAVE'S AUTOMOTIVE   | 2100 RIDGE RD E   | ROCHESTER      | NY | 14622 | 1   |     |           | 903096   | (716)342-5730 |
| 162604 | 162621 | 544704 | RJ NEWS             | 3333 W HENRIETTA  | ROCHESTER      | NY | 14623 | 1   |     |           | 913814   | (716)427-7824 |
| 162604 | 162620 | 556494 | MOBIL ZAMBITO       | 1495 RIDGE RD E   | ROCHESTER      | NY | 14621 | 1   |     |           | 912147   | (716)266-1113 |
| 162604 | 162621 | 564957 | RASIM MUTLU MOBIL   | 619 MONROE AVE    | ROCHESTER      | NY | 14607 | 1   |     |           | 910844   | (716)271-3539 |
| 162604 | 162620 | 566893 | OUR SUPERMARKET     | 1115 HUDSON AVE   | ROCHESTER      | NY | 14621 | 1   |     |           | 921957   | (716)544-6346 |
| 162604 |        | 591256 | THE CORNER STORE    | 655 UNIVERSITY AV | ROCHESTER      | NY | 14607 | 1   |     |           | 929703   | (716)271-8050 |
| 162604 | 162624 | 592748 | COM'GO MART         | 69 ROCHESTER ST   | SCOTTSVILLE    | NY | 14546 | 1   |     |           | 929844   | (716)889-1273 |
| 162604 | 162621 | 624512 | RAINBOW MEAT MKT    | 583 LAKE AVE      | ROCHESTER      | NY | 14613 | 1   |     |           | 913517   | (716)254-1462 |
| 162604 |        | 637155 | PAUL'S SERVICE CNTR | 735 EMERSON STREE | ROCHESTER      | NY | 14613 | 1   |     |           | 921890   | (716)458-4650 |
| 162604 | 162624 | 060874 | STEAMER'S MOBIL/F   | 690 PITTS/VIC ROA | PITTSFORD      | NY | 14534 | 1   | NYS |           | 9104845  | (716)248-2821 |
| 162604 | 162624 | 198421 | KIRKWOOD OIL        | 7334 E MAIN ST    | LIMA           | NY | 14485 | 1   | NYS |           | 925990   | (716)624-1473 |
| 162604 | 162620 | 268459 | PANARAMA HESS       | 1500 PENFIELD RD  | ROCHESTER      | NY | 14625 | 2   | NYS |           | 927129   | (716)381-2233 |
| 162604 | 162620 | 269203 | SEITZ GROCERY       | 426 RIDGE RD      | WEBSTER        | NY | 14580 | 1   | NYS |           | 927756   | (716)671-6229 |
| 162604 | 162624 | 403087 | KLEE'S MRKTPLC MOBI | 1775 MARKETPLACE  | HENRIETTA      | NY | 14467 | 1   | NYS |           | 932988   | (716)292-0355 |
| 162605 | 162228 | 763454 | JEFF'S MOBIL        | 2161 GRAND CENTRA | HORSEHEADS     | NY | 14845 | 1   |     |           | 9076738  | (607)739-1948 |
| 162605 | 162624 | 418771 | VALVANO'S CNTRL NEW | 185 S MAIN ST     | CANANDAIGUA    | NY | 14424 | 2   |     |           | 923987   | (716)394-1176 |
| 162605 | 162231 | 763910 | TRIPHAMMER RD MOBL/ | 2311 N TRIPHAMMER | ITHACA         | NY | 14850 | 4   |     |           | 9026964  | (607)257-5335 |

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| TERR   | RETAIL | ACCT   | NAME                | ADDRESS           | CITY           | ST | ZIP   | QTY | TAX | CHAIN-ID  | SUPPLIER | ACCT PHONE #  |
|--------|--------|--------|---------------------|-------------------|----------------|----|-------|-----|-----|-----------|----------|---------------|
| 162605 | 162233 | 082018 | QUICKWAY #06        | ROUTE #8          | SOUTH NEW BERL | NY | 13843 | 1   |     | 4249-0000 | 9028762  | (607)859-2373 |
| 162605 | 162624 | 244396 | MACEDON MOBIL MART  | 337 RT 31         | MACEDON        | NY | 14502 | 1   |     |           | 9105164  | (315)986-4359 |
| 162605 | 162624 | 576817 | LIL COUNTRY STORE   | RT 350 & 31F      | MACEDON        | NY | 14502 | 1   |     |           | 918587   | (315)986-3665 |
| 162605 | 162228 | 651484 | JEFF'S MOBIL        | 639 W. CHURCH ST. | ELMIRA         | NY | 14905 | 1   |     |           | 931618   | (607)732-4522 |
| 162605 | 162624 | 680850 | VILLAGE MART        | 544 W UNION ST    | NEWARK         | NY | 14513 | 1   |     | 4104-0000 | 935015   | (315)331-7450 |
| 162605 | 162624 | 720318 | VICTOR MARKET BASKE | 33 SCHOOL ST      | VICTOR         | NY | 14564 | 1   |     |           | 937417   | (716)924-3389 |
| 162605 |        | 739405 | AUSTIN PETOR, INC.  | PO BOX 1031       | MORAVIA        | NY | 13118 | 2   |     |           | 9103243  | (315)497-2238 |
| 162605 | 162624 | 763372 | VILLAGE MART #320   | 6 MAIN STREET     | MANCHESTER     | NY | 14504 | 1   | NYS | 4104-0000 | 928697   | (716)289-8644 |
| 162605 | 162620 | 268514 | ALMEKINDER JUBILEE  | 1228 STATE ROUTE  | ONTARIO        | NY | 14519 | 3   | NYS |           | 922844   | (315)524-7001 |
| 162605 | 162624 | 352649 | VILLAGE MART #335   | 239 W MAIN ST     | VICTOR         | NY | 14564 | 1   | NYS | 4104-0000 | 928739   | (716)742-1470 |
| 162605 | 162231 | 378088 | QUICKWAY #13        | ROUTES 79 & 38    | RICHFORD       | NY | 13835 | 2   | NYS | 4249-0000 | 9039256  | (607)657-8302 |
| 162605 | 162620 | 507433 | VILLAGE MART #330   | ROUTE 104         | WILLIAMSON     | NY | 14589 | 1   | NYS | 4104-0000 | 928705   | (315)589-6481 |
| 162605 | 162233 | 513176 | QUICKWAY #10        | 35 N MAIN ST      | BAINBRIDGE     | NY | 13733 | 1   | NYS | 4249-0000 | 9028796  | (607)962-3413 |
| 162605 | 162226 | 521585 | QUICKWAY #17        | RT. 12, BOX 66    | CHENANGO FORKS | NY | 13746 | 1   | NYS | 4249-0000 | 9028853  | (607)648-2554 |
| 162605 | 162624 | 545846 | VILLAGE MART #310   | ROUTE 31          | MACEDON        | NY | 14502 | 1   | NYS | 4104-0000 | 928689   | (315)986-3786 |
| 162605 | 162233 | 574159 | QUICKWAY #21        | 14 SO BROAD ST    | MORRIS         | NY | 13808 | 1   | NYS | 4249-0000 | 9023961  | (607)263-5422 |
| 162605 | 162620 | 763509 | VILLAGE MART #300   | 2007 STATE ROUTE  | ONTARIO        | NY | 14519 | 1   | NYS | 4104-0000 | 928671   | (315)524-5045 |
| 162605 | 162225 | 022619 | WATKINS NEWS        | 311 FRANKLIN ST.  | WATKINS GLEN   | NY | 14891 | 1   | NYS |           | 9106519  | (607)535-2152 |
| 162607 |        | 740271 | QUICK MART III      | 82 S MAIN ST      | MANSFIELD      | PA | 16933 | 1   |     |           |          | (717)662-2329 |

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- WE ASK YOU TO ASSEMBLE DISPLAYS AT YOUR STORE.
- EACH DISPLAY CONTAINS UNPROMOTED LOOSE PACKS.

**IMPORTANT NOTE:** THIS IS NOT A MISTAKE AT YOUR WHOLESALER.  
**DO NOT RETURN THIS PRODUCT TO YOUR WHOLESALER.**  
**PLACE THIS PRODUCT INTO YOUR REGULAR INVENTORY.**

AS ALWAYS, THANK YOU FOR YOUR ASSISTANCE IN THE MARKETING OF OUR PRODUCTS. IF YOU HAVE ANY QUESTIONS REGARDING THIS SHIPMENT PLEASE CONTACT YOUR RJR REPRESENTATIVE.

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